

**STATE OF NEW YORK  
PUBLIC SERVICE COMMISSION**

- Case-19-E-0065 – Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of Consolidated Edison Company of New York, Inc. for Electric Service
- Case-19-G-0066 – Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of Consolidated Edison Company of New York, Inc. for Gas Service

**2020 Con Edison  
Earnings Adjustment Mechanism  
Achievement Report**

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March 31, 2021

## **1. Executive Summary**

The New York State Public Service Commission’s (“Commission”) *Order Approving Electric and Gas Rate Plans* for Consolidated Edison Company of New York, Inc. (“Con Edison” or the “Company”) (“2020 Rate Case Order”)<sup>1</sup> adopted program-achievement-based and outcome-based earnings adjustment mechanisms (“EAMs”) for the Company. These mechanisms are designed to reward the Company for advancing State policy objectives, including cost-effective energy efficiency, the integration of distributed energy resources (“DERs”), peak management, and beneficial electrification. Based on qualified data available as of the filing of this report, during 2020, Con Edison achieved its targets for its Share the Savings, Deeper Savings, and Electric Peak Reduction EAMs, resulting in earnings of \$25.8 million in program-achievement-based EAMs and \$11.6 million in outcome-based EAMs, for a total of \$37.4 million.<sup>2</sup>

The EAM structure has shifted the Company’s focus and led to talent and internal resources being directed toward meeting EAM goals in more ways, including, but not limited to, a highly engaged and innovative approach to achieving energy efficiency targets, numerous enhancements to the interconnection process for distributed solar and other DER, and aligned efforts to reduce electric system peaks. These changes were especially evident in 2020 when the Company was able to meet its targets despite the impacts of the global pandemic, which significantly slowed energy efficiency activities in the Company’s service territory in the first half of 2020 as contractors were unable to enter homes and other facilities. To achieve its goals during the pandemic, the Company needed to quickly ramp up its efforts once the economy started to open up in late summer. The Company altered some business processes, including, for example, verifying energy efficiency measures remotely using video tools, moving a major program in-house to reduce operating costs, and engaging with larger customers to identify longer-term energy efficiency projects and establishing multi-year commitments. For the DER interconnection process, the Company implemented a screening process to expedite approval for qualifying projects, offered virtual post-installation inspections where feasible, and conducted a high-touch outreach with the DER community.

### *Programmatic EAMs*

The Company delivered a total of 24.5 million LMMBTU energy savings through its energy efficiency programs at an average unit cost of \$5.50 per LMMBTU. This figure results in a programmatic Share the Savings EAM achievement of \$21.6 million. For the Deeper Savings EAM, the Company achieved a total of 8.8 million LMMBTU of deeper savings, resulting in \$4.2 million in earnings. Tables 1 and 2 below summarize these targets and achievements.

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<sup>1</sup> Case-19-E-0065, *Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of Consolidated Edison Company of New York, Inc. for Electric Service*, Order Adopting Terms of Joint Proposal and Establishing Electric and Gas Rate Plan (“2020 Rate Case Order”) (issued January 16, 2020).

<sup>2</sup> The Company expects to file updates to this report when other data sources become available, including final natural gas system peak data, additional data on heat pump sales for the beneficial electrification EAM, additional energy efficiency savings for measures for which a third-party evaluation (“EM&V”) is not yet complete, and employment data needed for the energy intensity scorecard.

**Table 1<sup>3</sup>: SHARE THE SAVINGS EAM TARGETS AND ACHIEVEMENTS**

	NENY Target	2020 Budget	Expected Weighted Average EUL	Budget Unit Cost	Achievement	Resulting Unit Cost	EAM Earned
Share the Savings	20.4M LMMBTU	\$172.2M	10.4	\$8.45 per LMMBTU	24.5M LMMBTU	\$5.50 per LMMBTU	\$21.6M

**Table 2: DEEPER SAVINGS EAM TARGETS AND ACHIEVEMENTS**

	Minimum Target	Maximum Target	Minimum Earnings	Maximum Earnings	Achievement	EAM Earned	Carryover Target	Carryover Opportunity
Deeper Savings	8.7M LMMBTU	11.6M LMMBTU	\$3.86M	\$21.25M	8.8M LMMBTU	\$4.2M	2.8M LMMBTU	\$17.1M

*Outcome-Based EAMs*

The Company achieved 69,388 megawatt-hours (“MWh”) of annual incremental DER utilization, which falls short of the minimum target of 80,500 MWh. The Company’s New York Control Area (“NYCA”) co-incident peak for 2020 was 12,216 MW, which is lower than the maximum target of 13,012 MW. This results in an EAM achievement of \$11.61 million for the Electric System Peak EAM. In 2020, load factors stayed the same or increased in three of nine Locational System Relief Value (“LSRV”) areas, which is fewer than the minimum target of five LSRV areas.

Data related to Beneficial Electrification and Gas Peak Reduction EAMs remain pending and the Company will report on these achievements when the data becomes available.

**Table 3: OUTCOME-BASED EAM TARGETS AND ACHIEVEMENTS**

	Minimum Target	Mid-point Target	Maximum Target	Minimum Earnings	Mid-point Earnings	Maximum Earnings	Achievement	EAM Earned
DER Utilization (MWh)	80,297	87,944	103,239	\$4.35M	\$7.25M	\$14.51M	69,388	\$0M
Beneficial Electrification (metric ton CO <sub>2</sub> e)	298,294	340,908	383,521	\$2.90M	\$7.25M	\$14.51M	TBD	TBD
Electric System Peak (MW)	13,043	13,029	13,012	\$4.35M	\$7.25M	\$11.61M	12,215	\$11.61M
LSRV Load Factor (Areas)	5	7	9	\$1.45M	\$4.35M	\$7.25M	3	\$0M
Gas Peak (MDt/HDD)	24.3	23.7	23.1	\$1.44M	\$2.40M	\$3.85M	TBD	TBD

<sup>3</sup> The calculation methodology of the Share the Saving unit cost baseline is in Appendix C.

## 2. Achievement Details

### a. Programmatic EAMs

The Share the Savings EAM incentivizes the Company to meet energy efficiency targets while reducing its energy efficiency unit cost (\$/LMMBTU). The programmatic Deeper Savings EAM incentivizes the Company to encourage program participants to move beyond lighting and behavioral measures and pursue deeper energy efficiency measures, like building envelope and heating system upgrades. For the Share the Savings EAM, the Company's 2020 unit cost was \$5.50 per LMMBTU and the Company achieved 24.5 million LMMBTU of energy savings, which fulfills the Share the Savings conditional requirement of meeting the annual energy efficiency targets set in the NENY Order.<sup>4</sup> This results in an EAM achievement of \$21.6 million. The Company achieved 8.8 million LMMBTU of deeper savings, resulting in a \$4.2 million achievement for the programmatic Deeper Savings EAM. Table 4 below breaks down the Company's achievement of programmatic EAMs by program.

Table 4: 2020 ENERGY EFFICIENCY PROGRAMS EXPENDITURES AND ACHIEVEMENTS				
PROGRAMS	EXPENDITURES	LMMBTU <sup>5</sup>	Unit Cost per LMMBTU	Deeper LMMBTU
<b>NENY Non-LMI PROGRAMS</b>				
Commercial	\$49.5M	6.6M	\$7.51	4.5M
Small-Medium Business	\$31.1M	2.3M	\$13.28	0.6M
Multifamily	\$12.2M	1.2M	\$10.30	1.0M
Residential	\$26.5M	12.3M	\$2.15	0.2M
Clean Heat	\$15.6M	2.0M	\$7.61	2.0M
<b>Total Non-LMI</b>	<b>\$134.9M</b>	<b>24.5M</b>	<b>\$5.50</b>	<b>8.4M</b>
<b>NENY LMI PROGRAMS</b>				
Multifamily	\$8.7M	0.5M	\$18.06	0.4M
Residential	\$3.1M	0.6M	\$5.17	0.0M
<b>Total LMI</b>	<b>\$11.8M</b>	<b>1.1M</b>	<b>\$10.91</b>	<b>0.4M</b>
<b>Total NENY</b>	<b>\$146.7M</b>	<b>25.6M</b>	<b>\$5.73</b>	<b>8.8M</b>

<sup>4</sup> Case 18-M-0084, *In the Matter of Utility Energy Efficiency Programs*, Order Authorizing Utility Energy Efficiency and Building Electrification Portfolios Through 2025 ("NENY Order") (issued January 16, 2020).

<sup>5</sup> The Company applied a zero percent Realization Rate for programs that have yet to complete its Verified Gross Saving ("VGS") evaluation. This process is also used for the Company's Scorecard filing. The remaining unevaluated Gross Savings from each program are listed in Appendix C along with the timeline of the remaining VGS evaluation. As noted in footnote 2, the Company will file updates to this EAM report once the remaining VGS evaluations are completed. With respect to the Clean Heat program, these savings are exempt from VGS in 2020 and the Company uses a 100 percent realization rate for the purposes of this filing, while realization rates reported in the Scorecard have been left blank for this program to indicate no evaluation has taken place to date.

To align with the focus on lifetime energy savings, the Company reprioritized its energy efficiency sales goals and portfolio to focus on longer-life measures. These changes have been integrated through every operating metric, including the Company's internal Key Performance Indicators ("KPIs") and the energy efficiency sales teams' performance targets.

The Share the Savings EAM incentivizes the Company to reduce its energy efficiency unit cost (\$/LMMBTU), which led to a strong organizational focus on cost efficiency. This focus affected management decisions both large and small – from individual investments to larger contract decisions. The Company is optimizing the efficiency of its energy efficiency program portfolio by making further improvements to market forecasting and developing a better savings pipeline. For example, the Company is deploying strategies to push for savings acquisitions earlier in the year to maintain a sustainable pipeline throughout the year, which mitigates the need for end-of-year promotions and incentive increases. Additionally, the Company moved its Instant Lighting program implementation in-house to reduce operating costs.

The Deeper Energy Efficiency EAM incentivizes the Company to work with customers to implement more complex, comprehensive, and deeper energy efficiency measures. The energy efficiency program teams re-engaged with existing Strategic Energy Partnerships ("SEPs") to update agreements that support adding deeper energy efficiency measures to buildings' long-term capital plans and began exploring new SEPs for the multifamily business market. The Company also increased collaboration with NYSERDA in the development and implementation of the Comfort Home program, which aims to pilot deeper retrofit projects through expanded homeowner incentives (up to \$5,000 per project) and contractor heat pump referral incentives (up to \$2,000 per project). In addition, the Company is developing two new pilots that focus on deeper measures: one for building envelope of new buildings and a second for upgrading windows in existing large commercial buildings. The Company continues to add new measure integration strategies to diversify its core program offerings.

In the spring 2020, the COVID-19 pandemic and associated public health measures slowed energy efficiency program activities, affecting the Company's achievement towards 2020 NENY targets and EAM targets. Energy efficiency and clean heat market activity was largely suspended for several months and was slow to recover in the downstate area even as market activity began to ramp up in other areas of the State. As public-health-related restrictions eased into the summer period and more economic activity resumed, the Company implemented numerous approaches to support and expedite the recovery of energy efficiency and clean heating market activity.

The Company streamlined its energy efficiency programs by developing a more user-friendly program portal interface for contractors and distributors, which reduced paperwork requirements and processed invoices weekly as opposed to monthly. The Company also began to remotely verify the installation of incentivized energy efficiency measures using video tools. The remote verification is either done by the customer or their contractors. This successful approach is likely to become a permanent feature of the Company's programs.

Another example of the Company's efforts to sustain energy efficiency market activity through the pandemic was to focus on self-installation measures where feasible. Lighting and faucet aerators, for

example, were easy for customers to install without inviting contractors into their homes and businesses. The Company also increased incentives for certain measures and targeted segments, particularly small- and medium-businesses and healthcare facilities. Additionally, the Company expanded eligibility for the low- and moderate-income (“LMI”) customer program offerings and conducted additional targeted marketing and promotions.

In 2020, the Company also expanded its SEP effort to develop Joint Energy Efficiency Plans with organizations housing LMI customers. Through these arrangements, Company personnel worked with LMI building owners to integrate energy efficiency measures into their longer-term capital planning and help meet building owners’ efficiency and sustainability goals.

Despite a very challenging global pandemic year, the Company’s energy efficiency implementation contractors and business development staff encouraged many project completions by year end and re-built a pipeline of activity heading into 2021. Roughly half of the savings needed to achieve 2020 targets were acquired in the fourth quarter alone.

## **b. Outcome-based EAMs**

Outcome-based EAMs are designed to encourage utility innovation that advances broader State policy goals through support for the continued growth of the broader clean energy market. As such, outcome-based EAMs do not measure the performance of specific utility programs, but rather the performance of the market as a whole. By design, achievement of outcome-based EAMs is driven by factors outside of the utility’s direct control, such as consumer purchases of electric vehicles and customers’ use of electricity.

As with the programmatic EAMs discussed above, the COVID-19 pandemic had significant impacts on the Company’s progress towards its outcome-based EAMs in 2020 including slowed vehicle sales, lengthened customer/developer timelines for solar installation, and permit delays in many municipalities and townships. It also substantially reduced economic activity in New York City, leading to lower overall energy use and a lower overall peak demand than would have otherwise been experienced. When combined with the Company’s various efforts to achieve these EAMs, the effects of the COVID-19 pandemic result in mixed outcomes – in one case, higher overall achievement, but generally in lower overall EAM achievement.

### ***DER Utilization***

The DER Utilization EAM incentivizes Con Edison to work with DER providers and expand the use of DERs in its service territory. DER utilization is measured in terms of the annualized MWh produced or discharged from incremental DER. In 2020, 69,388 MWh of annual incremental DER utilization was realized. A breakdown of this utilization by technology is shown in Table 5 below.

The Company made significant efforts to support achievement of the DER Utilization EAM in 2020. The Company improved the interconnection process to enhance customer experience and support the DER

market. Enhancements to the online interconnection portal and new Standard Interconnection Requirement (“SIR”) screening process allowed an additional 5.8 MW (68 projects) to pass through the interconnection process without engineering studies, saving customers time and money. The Company also further automated the interconnection process for small solar systems that are being installed by DER providers with demonstrated experience in the Con Edison service territory, easing the path to solar commissioning for customers using qualifying providers. The Company also began offering virtual post-installation inspections where feasible and streamlined project coordination between the DER provider and various groups within the Company. Lastly, the Company conducted a high-touch outreach to the DER community to better understand their concerns, completing dozens of outreach meetings with DER providers. These meetings allowed the Company to preemptively resolve specific developer concerns before they led to project delays. As an example, the Company was able to coordinate with a major developer across their many projects at once instead of one project at a time.

<b>Table 5: DER Utilization Achievement</b>	
<b>Technology</b>	<b>MWh</b>
Rooftop PV	52,265
Community PV	9,951
Energy Storage: Battery	7,172
Energy Storage: Thermal	0
Wind	0
<b>Total</b>	<b>69,388</b>

### *Beneficial Electrification*

The Beneficial Electrification EAM incentivizes Con Edison to support the adoption of electric vehicles (“EVs”) and heat pumps by its customers. Adoption of these technologies helps to achieve State policy goals through the switching of fuel source from fossil fuels (*e.g.*, natural gas, gasoline, diesel, and fuel oil) to electricity and thereby decrease overall greenhouse gas emissions (CO<sub>2</sub>e). As noted earlier, the Company will file an update for this EAM at a later date.

The Company took a number of steps to support the growth of beneficial electrification in its service territory in 2020. With respect to EV adoption, the Company launched its Make Ready Program for charging infrastructure, bringing on dedicated staff to support this program. While these efforts are not likely to affect customer adoption of EVs immediately, investing in charging infrastructure now will support future EV adoption. In the interim, the Company launched improvements to its SmartCharge NY program to reach more EV customers, including new pilots with additional car manufacturers, and continued to offer its voluntary time-of-use rates for residential EV charging and its business incentive rate and per-plug incentive offerings for publicly accessible fast charging.

With respect to heat pumps, the Company joined the statewide effort to launch the Clean Heat program, featuring expanded incentives for ground-source and cold climate air-source heat pump installation. The Company formed an internal steering committee to support integrating new clean heat offerings into its

programs and saw significant growth in program participation. The Company also conducted significant outreach to customers, reaching hundreds of thousands of residential homeowners and increasing awareness of heat pump technologies.

### *Electric Peak Reduction*

The Electric Peak Reduction EAM incentivizes the Company to reduce its NYCA co-incident electric system peak demand and thereby provide additional system benefits and lower supply costs for customers. In 2020, the Company's actual NYCA co-incident peak was 12,216 MW, which is lower than the maximum achievement target of 13,012 MW. This results in an EAM achievement of \$11.61 million.

The Company is implementing measures to support overall peak reduction,<sup>6</sup> including a variety of demand response offerings including the new Term- and Auto-direct load management ("DLM") programs and the accelerated roll-out of its Conservation Voltage Optimization ("CVO") and Volt-Var Optimization ("VVO") initiatives.<sup>7</sup> The Company also worked with the NYSERDA-sponsored REV Connect platform to broaden its outreach to potential demand response aggregators for new and innovative approaches to expanding demand response options for customers with a smart meter. In addition, the Company's energy efficiency offerings are evaluated for both peak and overall energy use savings, contributing to further reductions in peak energy use. The Company is also supporting the growth of distributed energy storage, such as through its bulk energy storage solicitation, its Non-Wires Solutions ("NWS") Request for Proposals, and by constructing energy storage where space permits on its own properties. Given energy storage's particular importance in reducing system peak, the Company continues to work closely with local fire departments, including the Fire Department of New York City ("FDNY"), to ease permitting and resolve safety concerns to the benefit of all battery owners and developers. The Company's efforts to support DER utilization, (e.g., energy storage and solar) help shift peak demands to later hours in the day, when ambient outdoor temperatures are decreasing and air conditioning demands may be slightly lower.

### *LSRV Load Factor*

The LSRV Load Factor EAM is designed to improve the load factor of more constrained portions of the distribution system that are not NWS areas. For 2020, the Company reports three out of nine LSRV areas experienced a constant or improving load factor from the prior year. Table 6 below shows the load factors of the nine LSRV areas for 2019 and 2020.

Because load factors are calculated as peak energy use divided by overall energy use, many of the same steps the Company is taking to support peak reduction (discussed above) also support improvements to load

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<sup>6</sup> Because the system peak EAM is calculated based on a forecast that incorporates many of these measures, these efforts are already accounted for in the calculation of the System Peak EAM target.

<sup>7</sup> While CVO and VVO primarily reduce overall energy use, these efforts also contribute to reduced consumption during system peaks.



factors in the LSRV zones.<sup>8</sup> In addition to these efforts, the Company provides increased compensation to DERs that locate in these areas through the Value of DER tariff to encourage DER adoption in these areas.

<b>Table 6: LSRV Load Factor Achievement</b>			
<b>Load Areas</b>	<b>2019 Load Factor</b>	<b>2020 Load Factor</b>	<b>Year-To-Year Change</b>
East 179th Street Substation	0.520	0.547	5.3%
Millwood West Substation	0.476	0.458	-3.7%
Parkchester #1 Substation	0.505	0.504	-0.4%
Parkchester #2 Substation	0.554	0.542	-2.2%
Wainwright Substation	0.309	0.297	-3.9%
West 42th Street #1 Substation	0.547	0.572	4.7%
West 65th Street #1 Substation	0.574	0.607	5.9%
Willowbrook Substation	0.365	0.337	-7.6%
Yorkville	0.551	0.550	-0.2%
<b>Total Number of Areas Achieved</b>			<b>3</b>

## Gas Peak Reduction

The Gas Peak Reduction EAM incentivizes the Company to reduce peak gas demand, which reduces the Company's gas supply needs. As noted earlier and based on the 2020 Rate Case Order, the Company will file an update to this EAM Report on June 30, 2021 with the results of the Gas Peak Reduction EAM after the end of the winter season.

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<sup>8</sup> Energy efficiency is most often an exception, however, because many energy efficiency measures decrease overall energy use more than they decrease peak energy use.

## Appendix A: Energy Intensity Scorecard

### *Energy Intensity*

The Energy Intensity outcome-based EAMs from the Commission’s *Order Approving Electric and Gas Rate Plans* for the Company (“2017 Rate Case Order”)<sup>9</sup> were converted to Energy Intensity Scorecards in the Commission’s 2020 Rate Case Order. The three Energy Intensity metrics are defined for Residential Energy Intensity as energy use per customer for Service Classification 1 (“SC1”), for Commercial Energy Intensity as energy use per private employee for the combined Service Classification 2 (“SC2”) and Service Classification 9 (“SC9”), and for Multifamily and Public Energy Intensity as energy use from multifamily and public service classes.

The numerator for the Residential and Commercial Energy intensity metrics is the 12-month rolling weather-normalized monthly sales.

The denominator for the Residential Energy Intensity metric is calculated using the average monthly number of active SC1 residential customer accounts in each monthly measurement period.

The denominator for the Commercial Energy Intensity metric is calculated from the average monthly total private employment for the six counties in Con Edison’s service territory, based on the Monthly Current Employment Statistics as defined by the U.S. Bureau of Labor Statistics.

The Multifamily and Public Energy Intensity metric is the energy use of multifamily and public service classes.

As each of these metrics is calculated by accounting for beneficial electrification, the 2020 results for the Residential and Multifamily/Public Energy Intensity scorecards will be filed when the beneficial electrification numbers are finalized. The Commercial Energy Intensity metric will be filed when the beneficial electrification numbers are finalized or within a few weeks of the U.S. Bureau of Labor Statistics’ release of its final 2020 employment statistics, whichever occurs last.

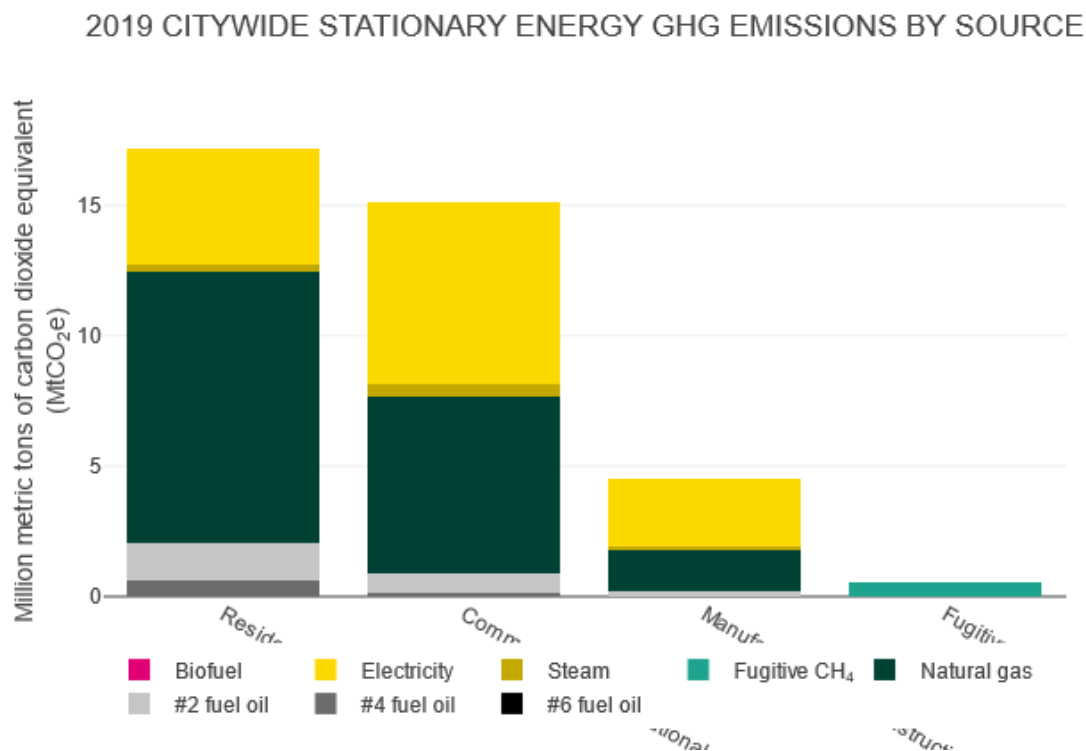
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<sup>9</sup> Case 16-E-0060, *Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of Consolidated Edison Company of New York, Inc. for Electric Service*, Order Approving Electric and Gas Rate Plans (“2017 Rate Case Order”) (issued January 25, 2017), Appendix A – Joint Proposal.

## Appendix B: Green House Gas (“GHG”) Emissions Scorecard

### *New York City*

The latest New York City GHG inventory from Stationary Energy is shown below.<sup>10</sup>



### *County of Westchester*

As of 2020, the County of Westchester does not maintain a GHG inventory.

<sup>10</sup> New York City GHG Inventory is created and maintained by NYC Mayor’s Office of Sustainability. The latest GHG Inventory data can be found at <https://nyc-ghg-inventory.cusp.nyu.edu/>.

## Appendix C: Share the Savings Unit Cost Baseline

### *Expected Weighted Average EUL*

In accordance with the 2020 Rate Case Order, the Expected Average Expected Useful Life (“EUL”) for the Share the Savings EAM is calculated as a weighted average by savings on a program basis, as determined by the applicable Technical Resource Manual for the projected non-LMI energy efficiency portfolio in the Company’s most recently filed System Energy Efficiency Plan (“SEEP”) in April 2019 (“April 2019 SEEP”).<sup>11</sup> The EULs developed for the April 2019 SEEP were explicitly provided for an interrogatory response as part of the Company’s Rate Case Proceeding.<sup>12</sup> The EULs provided for that interrogatory response and used in this report are as follows: Electric – 9.45 years., Gas – 11.45 years, and Heat Pumps – 18.60 years.

Beginning with the SEEP filed September 15<sup>th</sup>, 2020 (revised December 18<sup>th</sup>, 2020), the Company has begun attaching an addendum to each SEEP filing with planned EULs to ensure that a single document has all the necessary information to calculate the Share the Savings EAM.<sup>13</sup>

### *Actual Weighted Average EUL (See Appendix D)*

The program weighted-average EULs for this EAM report are calculated differently from the program weighted-average EULs in the Company’s Scorecard filings under these proceedings and Cases 15-M-0252 and 18-M-0084. As outlined in Department of Public Service Staff Guidance,<sup>14</sup> the program weighted-average EULs for this EAM report are weighted by verified gross savings while the EULs in the Company’s Scorecard filing are weighted by gross savings. While both methods are correct according to the respective requirements, it means that EULs reported in the Company’s scorecards may not match the EULs reported in this Report. With respect to the Clean Heat program, these savings are exempt from VGS in 2020<sup>15</sup> and the Company uses a 100 percent realization rate for the purposes of this filing, while realization rates reported in the Scorecard have been left blank for this program to indicate no evaluation has taken place to date.

### *2020 NENY Targets*

The Company’s annual energy efficiency targets are the NENY Order approved targets in annual MMBTU for non-LMI electric savings, including heat pumps and non-LMI gas savings. The LMMBTU target is calculated by multiplying the annual MMBtu targets with the planned EULs as discussed above.

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<sup>11</sup> Case 18-M-0084, *In the Matter of Utility Energy Efficiency Programs*, Con Edison 2019-2020 ETIP-SEEP April Update (“April 2019 SEEP”) (filed April 22, 2019).

<sup>12</sup> Case 19-E-0065, *Proceeding on Motion of the Commission as to the Rates, Charges, Rules and Regulations of Consolidated Edison Company of New York, Inc. for Electric Service* (“Rate Case Proceeding”). The interrogatory response is DPS-31-648 submitted on April 17th, 2019.

<sup>13</sup> Case 15-M-0252, *In the Matter of Utility Energy Efficiency Programs*, Revised Con Edison 2021 SEEP EUL Addendum (filed December 18, 2020).

<sup>14</sup> See, Case 15-E-0252, *In the Matter of Utility Energy Efficiency Programs*, CE-08: Gross Savings Verification Guidance (filed August 23, 2019), Pp. 1-2, 6)

<sup>15</sup> See, Case 18-M-0084, *In the Matter of Utility Energy Efficiency Programs*, NENY Order (p. 55).

### ***2020 Budget***

The Company's energy efficiency programs budgets are the NENY Order approved budgets for non-LMI energy savings, which are non-LMI electric savings that includes heat pumps and non-LMI gas savings.

## Appendix D: 2020 Energy Efficiency Program Details

### 2020 Actual Portfolio Performance

		Portfolios		Non-LMI Programs					LMI Programs	
		Total Non-LMI	Total LMI	Commercial	Multifamily	Small-Medium Business	Residential	Clean Heat	Multifamily	Residential
Gross MWh	678,370	627,627	50,743	135,159	18,798	72,613	362,262	38,795	8,577	42,166
Gross Dth	672,256	556,455	115,801	322,659	132,701	2,023	99,071	0	74,977	40,824
Realization Rate	80%	82%	59%	74%	46%	86%	89%	100%	36%	72%
Annual MMBtu	2,376,285	2,204,772	171,513	577,901	89,769	215,355	1,189,377	132,370	37,894	133,619
Weighted-Avg EUL <sup>16</sup>	10.77	11.12	6.30	11.40	13.23	10.86	10.38	15.48	12.70	4.49
LMMBTU	25,591,978	24,511,053	1,080,926	6,587,228	1,188,035	2,339,045	12,347,225	2,049,520	481,348	599,578
Deeper LMMBTU	8,758,255	8,391,320	366,935	4,524,688	952,152	642,201	222,759	2,049,520	366,935	0
Incentive \$	\$115,001,415	\$106,951,402	\$8,050,013	\$44,026,918	\$8,604,668	\$24,282,705	\$17,312,835	\$12,724,277	\$6,622,680	\$1,427,332
Implementation \$	\$21,831,662	\$18,918,622	\$2,913,040	\$3,011,384	\$2,640,883	\$4,265,412	\$7,007,505	\$1,993,439	\$1,327,803	\$1,585,237
EM&V \$	\$4,361,217	\$3,832,257	\$528,960	\$844,760	\$608,493	\$1,633,167	\$474,472	\$271,365	\$477,153	\$51,807
Admin \$	\$5,515,503	\$5,215,628	\$299,875	\$1,601,441	\$378,063	\$877,596	\$1,753,856	\$604,673	\$264,320	\$35,555
Total \$	<b>\$146,709,798</b>	<b>\$134,917,910</b>	<b>\$11,791,888</b>	<b>\$49,484,503</b>	<b>\$12,232,106</b>	<b>\$31,058,879</b>	<b>\$26,548,668</b>	<b>\$15,593,755</b>	<b>\$8,691,957</b>	<b>\$3,099,931</b>
Total \$/LMMBTU	<b>\$5.73</b>	<b>\$5.50</b>	<b>\$10.91</b>	<b>\$7.51</b>	<b>\$10.30</b>	<b>\$13.28</b>	<b>\$2.15</b>	<b>\$7.61</b>	<b>\$18.06</b>	<b>\$5.17</b>

<sup>16</sup> The program weighted-average EULs for this EAM report are calculated differently from the program weighted-average EULs in the Company's Scorecard filing under these proceedings and 15-M-0252 and 18-M-0084. The program weighted-average EULs for this EAM report are weighted by verified gross savings while the EULs in the Company's Scorecard filing are weighted by gross savings. See Appendix C for further information.

### 2020 Unevaluated Portfolio Performance

Program	Gross MWh	Gross Dth	Estimated Evaluation Completion Date
Marketplace	25,831	24,535	Q2 2021
Commercial Kitchen	0	13,641	Q3 2021
Commercial Water Heaters	0	25,563	Q4 2021
Multifamily (Non-EMS)	0	114,228	Q4 2021
Multifamily (Non-Lighting)	2,066	0	Q2 2022
Residential Weatherization	43	3,516	Q2 2022
Residential <sup>17</sup>	1,561	15,953	No Evaluation Planned
Retailer Incentive <sup>18</sup>	2,540	0	No Evaluation Planned

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<sup>17</sup> A handful of unevaluated measures (e.g., HVAC and Recycling) under the Residential Electric and Residential Gas programs will not be evaluated because the Company stopped incentivizing these measures in 2020. The Company has not claimed and will not claim any savings associated with these measures toward its 2020 EAM achievement.

<sup>18</sup> Retailer Incentive program will not be evaluated because the Company plans to discontinue this program after the existing pending sales for Q1 2021. The Company has not claimed and will not claim any savings associated with this program toward its 2020 EAM achievement.